

Message Text

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ACTION EB-07

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FM AMEMBASSY ACCRA

TO SECSTATE WASHDC PRIORITY 7976

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TAGS: BDIS GH

SUBJ: GOG COMPLAINT AGAINST US FIRM

REFS: (A) BANJUL 132, 3/15/74; (B) ACCRA 1500 3/16/74

1. AMBASSADOR WAS SUMMONED ON SHORT NOTICE TO SEE ACTING COMMISSIONER FOR FOREIGN AFFAIRS (AND ATTORNEY GENERAL AND COMMISSIONER FOR JUSTICE) E.N. MOORE JUNE 19. ALSO PRESENT WERE DEPUTY ATTORNEY GENERAL S.K.B. ASANTE, MFA EUROPE AND AMERICANS DIRECTOR G.O. LAMPTEY, AND EMBASSY E/C COUNSELOR AND POLOFF.

2. DISCUSSION TURNED ON TRADE DISPUTE BETWEEN GHANA SUPPLY COMMISSION (APPROXIMATELY EQUIVALENT TO GSA IN US GOVT.) AND TREFALCON CORP., 445 PARK AVE., NEW YORK, TEL (212) 486-1539, JOHN J. GARLAND, PRESIDENT. MOORE SAID SUPPLY COMMISSION HAS HAD CONTRACT (SIGNED BY GARLAND) WITH TREFALCON SINCE 3/14/74 TO CARRY CRUDE OIL AND TO LIFT AND PURCHASE RESIDUAL FUEL OIL. CONTRACT CALLED FOR PAYMENT OF RESIDUAL FUEL OIL PURCHASES TO GOG ACCOUNT IN BANKERS TRUST CO. ACCORDING TO MOORE, CONTRACT FULFILLED REASONABLY WELL UNTIL EARLY 1975, BUT FEW PAYMENTS MADE LAST THREE MONTHS. TREFALCON HAD OWED DOLS 7.8 MILLION TWO WEEKS AGO; MOORE APPARENTLY OBTAINED PROMISE FROM GARLAND HERE AT THAT TIME TO PAY AT LEAST DOLS 5 MILLION, BUT ONLY DOLS 1.6 MILLION PAID, LEAVING BALANCE OF DOLS 6.2 MILLION. ACCORDINGLY, MOORE ORDERED TREFALCON TANKER "M.V. 1 Z" ARRESTED; UNFORTUNATELY, IT TURNED OUT TO BE OWNED BY YUGOSLAV GOVT.

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3. MOORE AND ASANTE (LATTER APPARENTLY NEGOTIATED THE CONTRACT) SAID DISPUTE WITH TREFALCON IS ABOUT LEVEL OF PURCHASE PRICE OF RESIDUAL FUEL OIL. GHANA EMBASSY WASHINGTON NOT YET BEEN ASKED TO FOLLOW UP, BUT ASANTE MAY DO SO WHEN HE VISITS US "SOON."

4. MOORE SAID PRIMARY CUSTOMER OF TREFALCON IS INCONTRADE (PHONETIC) OF NEW YORK, WHICH REPORTEDLY CURRENT IN ITS ACCOUNTS WITH TREFALCON AND WHICH MAY BE INTERESTED IN DIRECT DEAL WITH GHANA SUPPLY COMMISSION.

5. MOORE SAID HE INFORMING AMBASSADOR BECAUSE US COMPANY INVOLVED, AND WONDERED WHAT ASSISTANCE WE COULD GIVE. AMBASSADOR SAID WE HAD HAD NO CONTACT WITH GARLAND, WERE UNAWARE OF CONTRACT, AND NOT HEARD OF TREFALCON, BUT WOULD REPORT MATTER AND REQUEST CONTACT WITH TREFALCON TO OBTAIN STATUS AND INDICATION ITS INTENTIONS.

6. CHECK OF OUR RECORDS INDICATES NO INFORMATION ON TREFALCON OR GARLAND EXCEPT REFTELS. WE NOTE TREFALCON IN MANHATTAN TELEPHONE DIRECTORY AND LISTED BUT NOT RATED IN OUR LATEST (1974) DUN AND BRADSTREET.

7. ACTION REQUESTED: IN VIEW OF HIGH-LEVEL APPROACH TO AMBASSADOR, REQUEST EXPEDITIOUS CHECK ON TREFALCON ITS INTENTIONS, AND CABLE REPORT ACCORDINGLY.
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